

What Does Value Mean To You?

By Julie Tutte

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As I reflect on my life, where I've been, where I'm going, I ponder and I wonder what Value have I brought to this world?

Do I have Value? What does Value mean to me? Do I give a solid sense of value to my family, my friends, my downline, my colleagues, and prospective partners?

I feel this is a GREAT word! One worth examining a bit further!

"Value" according to the Webster's Dictionary means: worth, merit, importance, market value, purchasing power, relative worth; (pl) moral principles. *vt (valuing, valued)to estimate the worth of; to regard highly, to prize ~

WOW! I love this word! I love what it conjures up in our minds.

Here's what Value means to me:

To my family and friends ~

They are worth everything to me. They have incredible importance in my life. I give them all a sense of value that they will

always have my unconditionally love, support, and my time. They know they are the most important people in my life. They know I highly regard their opinions, their choices, their time, their lives.

This spills right over into my business!!

My on line business is all about Value! Your's should be too!

In any business venture, be it network marketing (MLM), a home party biz, a floral shop, or a restaurant, the Value you place on your colleagues and your customer base is extremely important to how successful your business will be.

You need to be offering something of Value

Something with Merit

Something with Market Value

Something people can grab on to and either See, Feel, and Do.

One key area to work on in your business is Value! There are other key areas too, which tie nicely in with Value. It's all connected - relationship building, team building, and even the company you choose.

They all must have Value!

What value do you offer your prospective business partners?

Think about that for a moment. Would you, do business with You?

If so, why?

Make a list of all your valuable qualities! Be bold! Don't be shy!

By drawing on this list you can ultimately see where you have Value, and what you can (and do) offer you prospectives and partners. This is a great tool! It will give you some great insight and help you along your path to success.

If you're worried you don't have anything Valuable to offer! I will doubt you!

We all have Value!

Make that list, it's right within you. Draw on it, work on it. Ask yourself how you can put more Value in your presentations? Your emails? Your message board posts? What is it about you, that will draw a person in? Keep digging, don't give up!

When a prospective business partner contacts you, how do you handle this?

Do you enthusiastically return that call? Do you send a personalized email?

What value do you place on this contact?

How you handle this will either make or break you in the business world.

You could either bring them on line with you or lose that contact by how much value you place on their worth.

People are DESPERATE for VALUE!

We are searching for it everyday, in all walks of our lives.

Knowing your own Value gives you a sense of belonging to one's self.

Being whole, being YOU!

It gives your downline, your business partners, your prospectives and all those around you a sense of belonging to a community of worth and mutal respect.

So, today, ask yourself.....What Does Value Mean To Me?

You'll be amazed at what you come up with!

That's it for this issue! Go out and make today a great day to offer Value to someone who needs it! Remember, knowledge in action is POWER!

Until then, Create Abundance In Your Life!

Julie Tutte

Julie Tutte lives in British Columbia, Canada with her hubby, heir daughter, and crazy mix of animals.

She is new to this industry of network marketing, but draws on her many years in the corporate office world. She possess approximately 20 years experience working in such offices as: University of Victoria, Lynn Holdings Ltd (parent company of five - 3 to 5 STAR hotels), A successful Law Firm, and

Decorating Den Regional Head Quarters in Canada. With a prior 7 years of retail sales experiece.

Julie is actively involved as a Leader & Coach in 4-H. As well, she has participated in many equine rescues and rehabilitations.

One of her primary goals is to help others succeed!!

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Read her bio at <http://www.savvysmartbizonline.com/bio.html>

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